

TRENDS

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NATIONAL MARKET REPORT • A MONTHLY PROFESSIONAL PUBLICATION

REPORT OF ROOMS OPERATIONS FOR RTO 13 - NORTHERN ONTARIO TOURISM REGIONS MONTH OF OCTOBER 2019

| Location | Occupancy Percentage **Point Change | | | Average Daily Rate | | | Revenue Per Available Room | | |
|----------------------------|---|--------------|-------------|--------------------|-----------------|--------------|----------------------------|-----------------|--------------|
| | 2019 | 2018 | | 2019 | 2018 | Variance | 2019 | 2018 | Variance |
| NORTH BAY, ONTARIO | 72.0% | 57.7% | 14.4 | \$117.81 | \$115.93 | 1.6% | \$84.86 | \$66.86 | 26.9% |
| SUDBURY, ONTARIO | 75.1% | 80.6% | -5.6 | \$128.92 | \$124.34 | 3.7% | \$96.76 | \$100.23 | -3.5% |
| TIMMINS, ONTARIO | 57.3% | 66.7% | -9.4 | \$133.07 | \$128.23 | 3.8% | \$76.30 | \$85.55 | -10.8% |
| OTHER NORTHEASTERN ONTARIO | 58.5% | 62.5% | -4.0 | \$123.60 | \$121.55 | 1.7% | \$72.29 | \$75.95 | -4.8% |
| TOTAL RTO 13A | 68.1% | 69.1% | -1.0 | \$125.75 | \$122.75 | 2.4% | \$85.70 | \$84.88 | 1.0% |
| SAULTE STE. MARIE, ONTARIO | 73.0% | 69.2% | 3.8 | \$122.25 | \$119.81 | 2.0% | \$89.24 | \$82.93 | 7.6% |
| TOTAL RTO 13B | 73.3% | 69.6% | 3.7 | \$123.38 | \$120.95 | 2.0% | \$90.48 | \$84.17 | 7.5% |
| THUNDER BAY, ONTARIO | 70.8% | 74.2% | -3.4 | \$131.42 | \$121.31 | 8.3% | \$93.06 | \$90.05 | 3.3% |
| KENORA, ONTARIO | 65.0% | 72.8% | -7.7 | \$132.81 | \$124.96 | 6.3% | \$86.38 | \$90.93 | -5.0% |
| OTHER NORTHWESTERN ONTARIO | 61.9% | 69.3% | -7.5 | \$132.53 | \$125.46 | 5.6% | \$81.98 | \$86.99 | -5.8% |
| TOTAL RTO 13C | 68.3% | 73.0% | -4.7 | \$131.81 | \$122.70 | 7.4% | \$89.96 | \$89.52 | 0.5% |
| TOTAL RTO 13 | 69.1% | 70.3% | -1.3 | \$127.06 | \$122.43 | 3.8% | \$87.74 | \$86.12 | 1.9% |
| ONTARIO | 74.1% | 76.1% | -2.0 | \$163.40 | \$164.53 | -0.7% | \$121.08 | \$125.17 | -3.3% |

** Please note that the variance between current and previous year occupancy is reported as a point change and not as a percentage variance.

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REPORT OF ROOMS OPERATIONS FOR RTO 13 - NORTHERN ONTARIO TOURISM REGIONS TEN MONTHS ENDED OCTOBER 2019

| Location | Occupancy Percentage | | | Average Daily Rate | | | Revenue Per Available Room | | |
|----------------------------|----------------------|--------------|----------------|--------------------|-----------------|-------------|----------------------------|-----------------|--------------|
| | 2019 | 2018 | **Point Change | 2019 | 2018 | Variance | 2019 | 2018 | Variance |
| NORTH BAY, ONTARIO | 64.4% | 57.7% | 6.7 | \$114.90 | \$115.53 | -0.5% | \$73.99 | \$66.62 | 11.1% |
| SUDBURY, ONTARIO | 66.8% | 68.2% | -1.4 | \$124.00 | \$119.29 | 4.0% | \$82.84 | \$81.32 | 1.9% |
| TIMMINS, ONTARIO | 59.7% | 60.7% | -1.0 | \$132.72 | \$126.91 | 4.6% | \$79.24 | \$77.02 | 2.9% |
| OTHER NORTHEASTERN ONTARIO | 58.8% | 59.4% | -0.6 | \$127.00 | \$122.74 | 3.5% | \$74.64 | \$72.85 | 2.5% |
| TOTAL RTO 13A | 63.5% | 62.8% | 0.7 | \$123.68 | \$120.28 | 2.8% | \$78.58 | \$75.57 | 4.0% |
| SAULTE STE. MARIE, ONTARIO | 62.3% | 60.3% | 1.9 | \$114.99 | \$112.79 | 1.9% | \$71.60 | \$68.06 | 5.2% |
| TOTAL RTO 13B | 62.6% | 60.6% | 1.9 | \$116.40 | \$114.21 | 1.9% | \$72.82 | \$69.27 | 5.1% |
| THUNDER BAY, ONTARIO | 71.7% | 74.6% | -2.9 | \$127.16 | \$122.12 | 4.1% | \$91.19 | \$91.12 | 0.1% |
| KENORA, ONTARIO | 73.4% | 74.6% | -1.2 | \$138.02 | \$129.40 | 6.7% | \$101.38 | \$96.55 | 5.0% |
| OTHER NORTHWESTERN ONTARIO | 69.7% | 69.0% | 0.7 | \$135.31 | \$125.59 | 7.7% | \$94.26 | \$86.60 | 8.8% |
| TOTAL RTO 13C | 71.6% | 73.4% | -1.8 | \$130.26 | \$123.83 | 5.2% | \$93.27 | \$90.86 | 2.6% |
| TOTAL RTO 13 | 65.7% | 65.5% | 0.2 | \$124.57 | \$120.48 | 3.4% | \$81.84 | \$78.89 | 3.7% |
| ONTARIO | 70.6% | 72.0% | -1.4 | \$164.64 | \$163.67 | 0.6% | \$116.18 | \$117.85 | -1.4% |

** Please note that the variance between current and previous year occupancy is reported as a point change and not as a percentage variance.

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